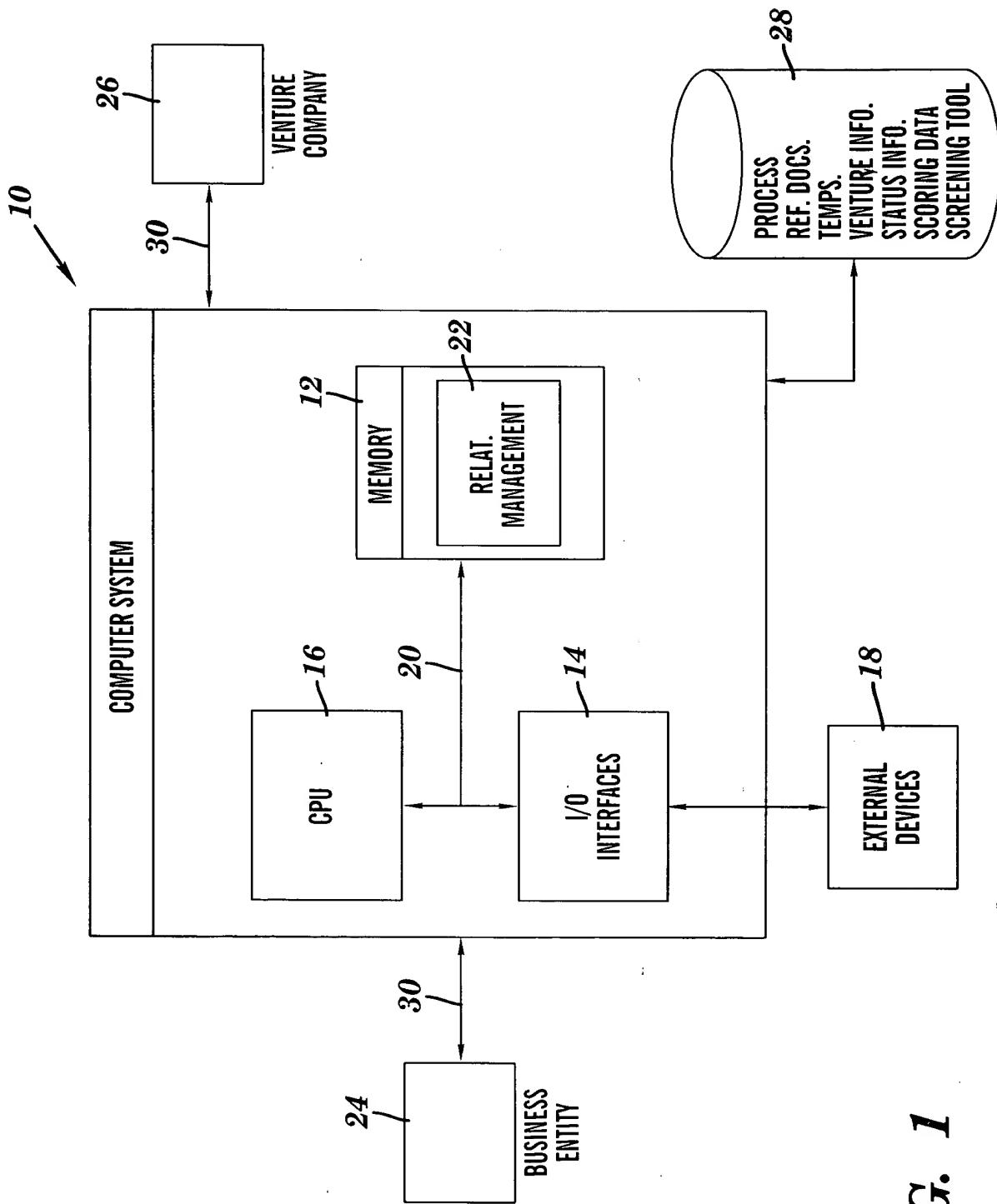
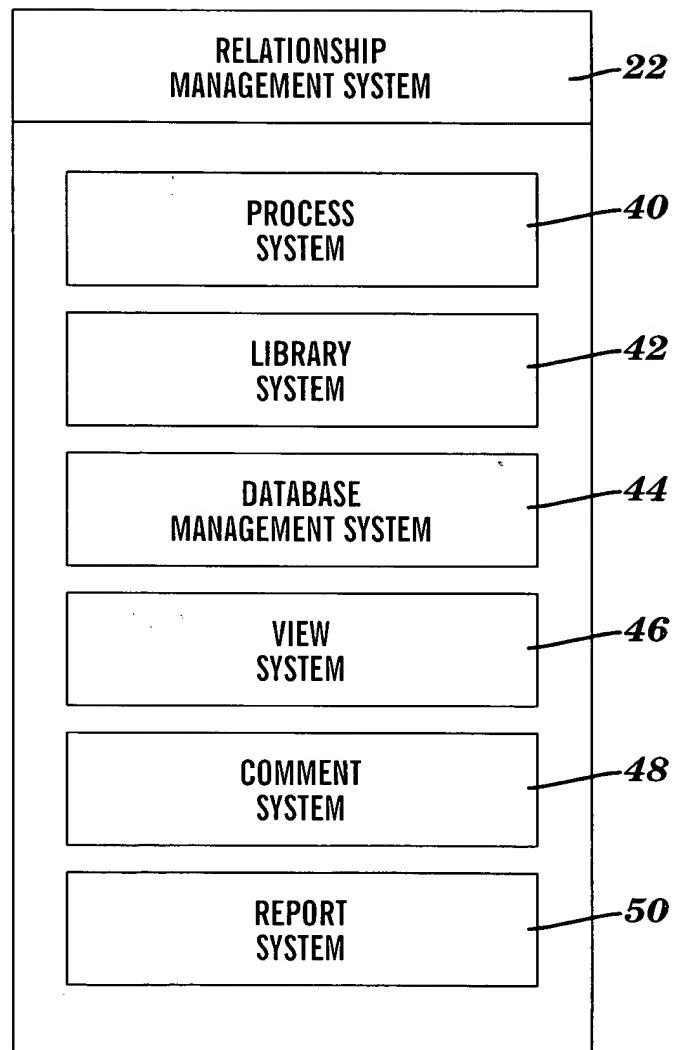


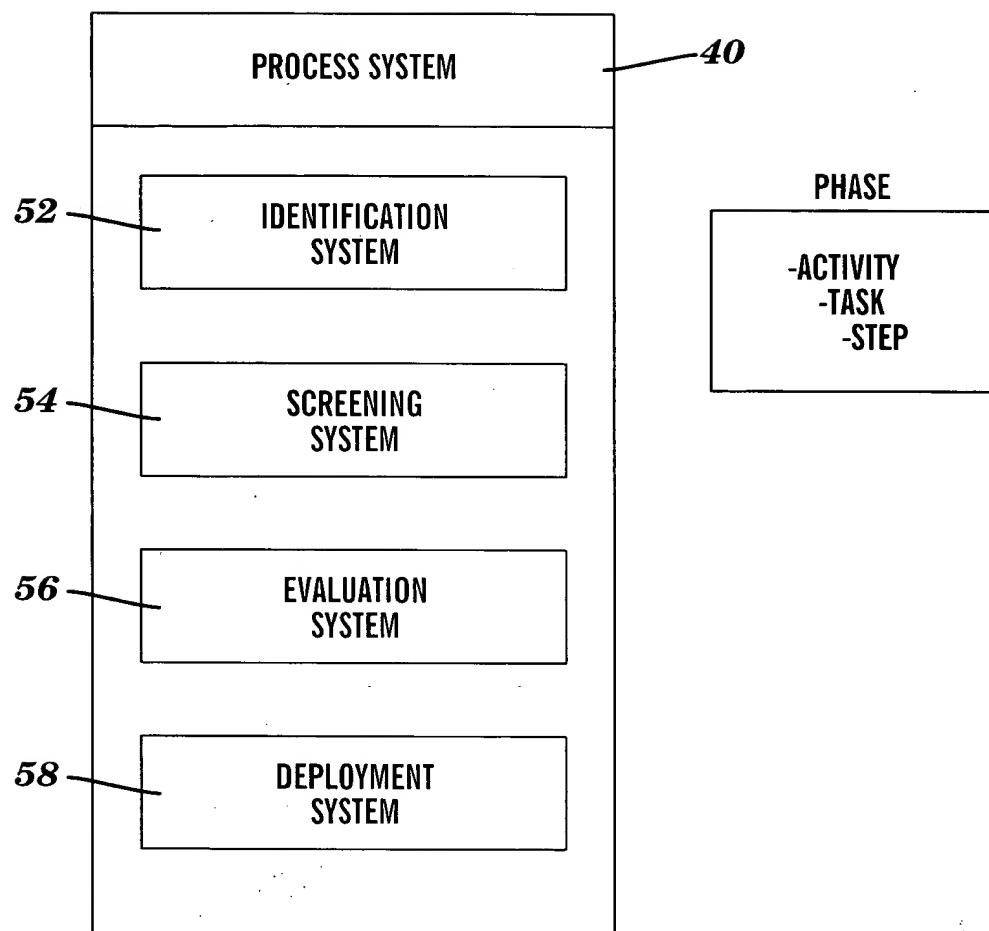
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**FIG. 1**



**FIG. 2**



***FIG. 3***

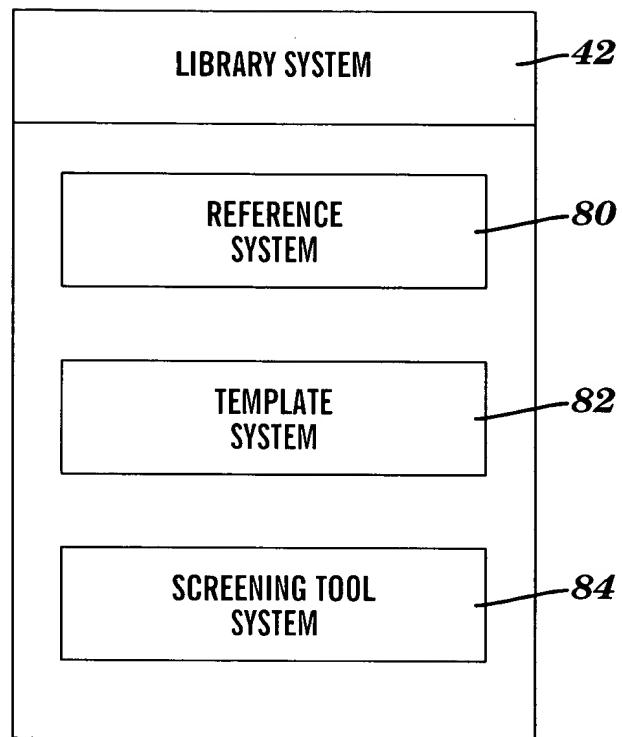
66 68 70  
/ / /  
ALLIANCE PRICING EQUITY

✓	✓	✓	NVG
✓	✓	✓	1. IDENTIFICATION — 60
✓	✓	✓	1.1 IDENTIFY OPPORTUNITY — 62
✓	✓	✓	1.1.1 RECEIVE CONTACT FROM VENTURE
✓	✓	✓	1.1.2 CONDUCT RESEARCH
✓	✓	✓	1.1.3 MEET NEW VENTURE
✓	✓	✓	1.1.4 GET IBM AGREEMENT FOR EXCHANGE OF CONFIDENTIAL INFORMATION (AECI)
✓	✓	✓	1.1.5 RECEIVE CONFIDENTIAL INFORMATION
✓	✓	✓	1.2 SUBMIT NVG TOOL — 62
✓	✓	✓	1.2.1 SEND NVG TOOL TO IBM TEAM
✓	✓	✓	1.2.2 ACQUIRE NVG TOOL
✓	✓	✓	1.2.3 COMPLETE NVG TOOL
✓	✓	✓	1.2.4 SEND TOOL TO NVG
✓	✓	✓	1.2.5 RECEIVE COMPLETED TOOL
✓	✓	✓	1.3 LOG OPPORTUNITY — 62
✓	✓	✓	1.3.1 POST NVG TOOL INTO TEAMROOM
✓	✓	✓	1.3.2 NOTIFY MANAGEMENT
✓	✓	✓	1.3.3 UPDATE NVG OPERATIONS DATABASE
✓	✓	✓	2. SCREENING — 60
✓	✓	✓	2.1 SCREEN OPPORTUNITY — 62
✓	✓	✓	2.1.1 SCORE OPPORTUNITY
✓	✓	✓	2.1.2 COMPLETE SCREENING STEPS
✓	✓	✓	2.1.3 COMPLETE SCREENING CHECKLIST
✓	✓	✓	2.2 MAKE GO/NO-GO SCREENING DECISION — 62
✓	✓	✓	2.3 LOG SCREENING RESULTS — 62
✓	✓	✓	2.3.1 UPDATE NVG TOOL IN TEAMROOM
✓	✓	✓	2.3.2 NOTIFY MANAGEMENT
✓	✓	✓	2.3.3 UPDATE NVG OPERATIONS DATABASE
✓	✓	✓	3. EVALUATION — 60
✓	✓	✓	3.1 EVALUATE OPPORTUNITY — 62
✓	✓	✓	3.1.1 COMPLETE EVALUATION STEPS
✓	✓	✓	3.1.2 PERFORM DUE DILIGENCE
✓	✓	✓	3.1.3 GAIN IGS INDUSTRY SECTOR EXECUTIVE SPONSORSHIP
✓	✓	✓	3.2 LOG STATUS — 62
✓	✓	✓	3.3 COMPLETE ALLIANCE AGREEMENT — 62
✓	✓	✓	3.3.1 DETERMINE CUSTOMER REQUIREMENTS/DESIRERS FOR THE ALLIANCE
✓	✓	✓	3.3.2 DETERMINE IBM REQUIREMENTS AND NEGOTIATION STRATEGY FOR ALLIANCE
✓	✓	✓	3.4 COMPLETE LEGAL REVIEW — 62
✓	✓	✓	3.4.1 AGREE TO TERMS AND CONDITIONS AND LANGUAGE
✓	✓	✓	3.4.2 ASSIST IN NEGOTIATION PROCESS
✓	✓	✓	3.5 COORDINATE PRICING — 62
✓	✓	✓	3.6 COORDINATE SYSTEM ASSURANCE — 62
✓	✓	✓	3.7 ARRANGE CO-MARKETING PLAN WITH CUSTOMER — 62
✓	✓	✓	3.7.1 DETERMINE OPTIMUM IBM MARKETING STRATEGY
✓	✓	✓	3.7.2 COMPLY WITH IBM MARKETING/BRANDING POLICY
✓	✓	✓	3.7.3 NEGOTIATE CO-MARKETING AGREEMENT WITH CUSTOMER
✓	✓	✓	3.8 COORDINATE TMC COLLABORATION WHEN NECESSARY — 62

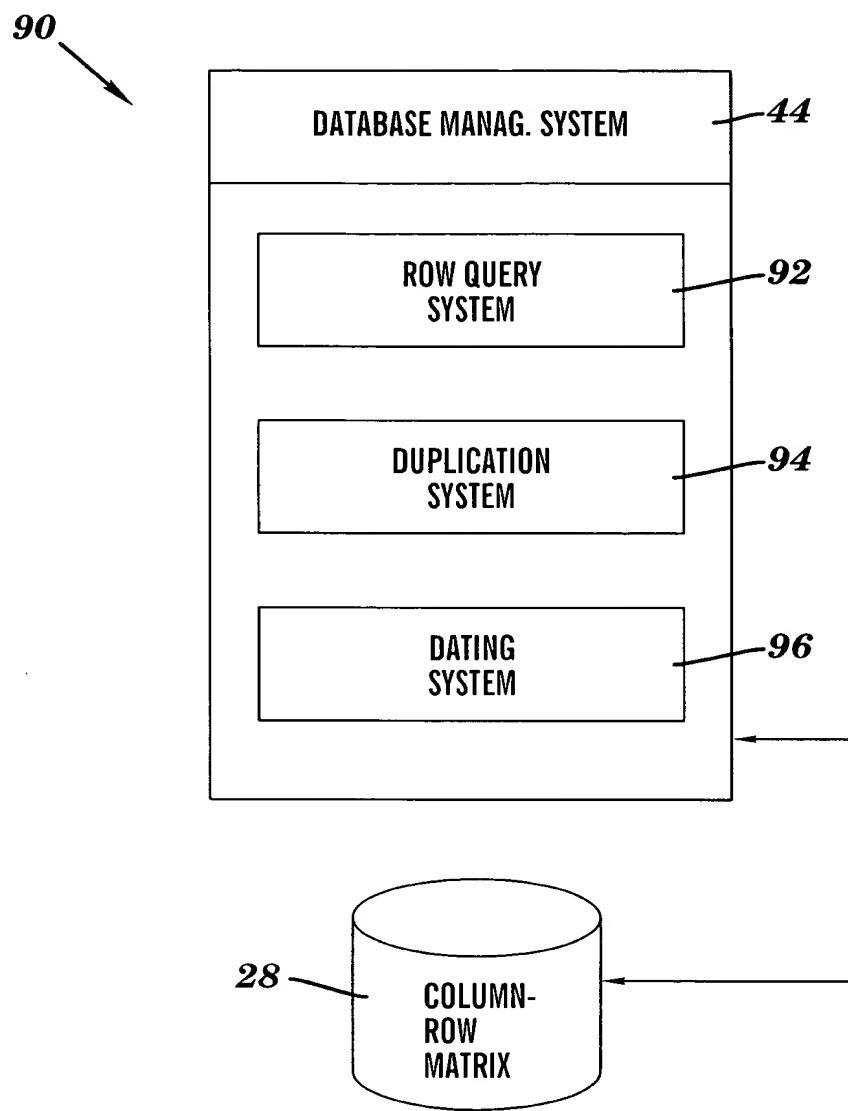
66 68 70  
/ / /  
ALLIANC PRICING EQUITY

✓	✓	✓	3.8.1 DETERMINE IF TMC WILL PURSUE THE OPPORTUNITY	
✓	✓	✓	3.8.2 ASSIGN TMC MARKETING LEAD	← 64
✓	✓	✓	3.8.3 DEFINE AND EXECUTE CO-MARKETING STRATEGY	
✓	✓	✓	3.9 CONDUCT STEERING COMMITTEE REVIEW FOR GO/NO-GO DECISION	← 62
✓	✓	✓	4. DEPLOYMENT — 60	
✓	✓	✓	4.1 IMPLEMENT CONTRACT WITH CUSTOMER — 62	
✓	✓	✓	4.1.1 ENSURE PROPER INVOICING	← 64
✓	✓	✓	4.1.2 UPDATE INTERNAL SYSTEMS	
✓	✓	✓	4.1.3 IMPLEMENT ACCOUNTING TREATMENT	
✓	✓	✓	4.2 ESTABLISH PROJECT OFFICE — 62	
✓	✓	✓	4.2.1 BUILD STAFFING PLAN	
✓	✓	✓	4.2.2 REQUEST RESOURCES	← 64
✓	✓	✓	4.2.3 SELECT PROJECT OFFICE STAFF	
✓	✓	✓	4.2.4 SET UP CLAIM	
✓	✓	✓	4.2.5 COMMUNICATE STATUS TO MANAGEMENT	
✓	✓	✓	4.3 DEVELOP RISK ASSESSMENT PLAN — 62	
✓	✓	✓	4.4 DOCUMENT TEAM CHARTER — 62	
✓	✓	✓	4.4.1 IDENTIFY ALL KEY ROLES	
✓	✓	✓	4.4.2 IDENTIFY INTERIM EXECUTIVE & MANAGEMENT ROLES	← 64
✓	✓	✓	4.4.3 ESTABLISH OPERATIONAL ROLES AND OBJECTIVES	
✓	✓	✓	4.5 DOCUMENT PROJECT CHARTER — 62	
✓	✓	✓	4.6 DEVELOP WORK PLAN INCLUDING WBS — 62	
✓	✓	✓	4.7 DEFINE DEPLOYMENT SCORECARD — 62	
✓	✓	✓	4.7.1 MEASURE DEPLOYMENT STATUS AGAINST SCORECARD	← 64

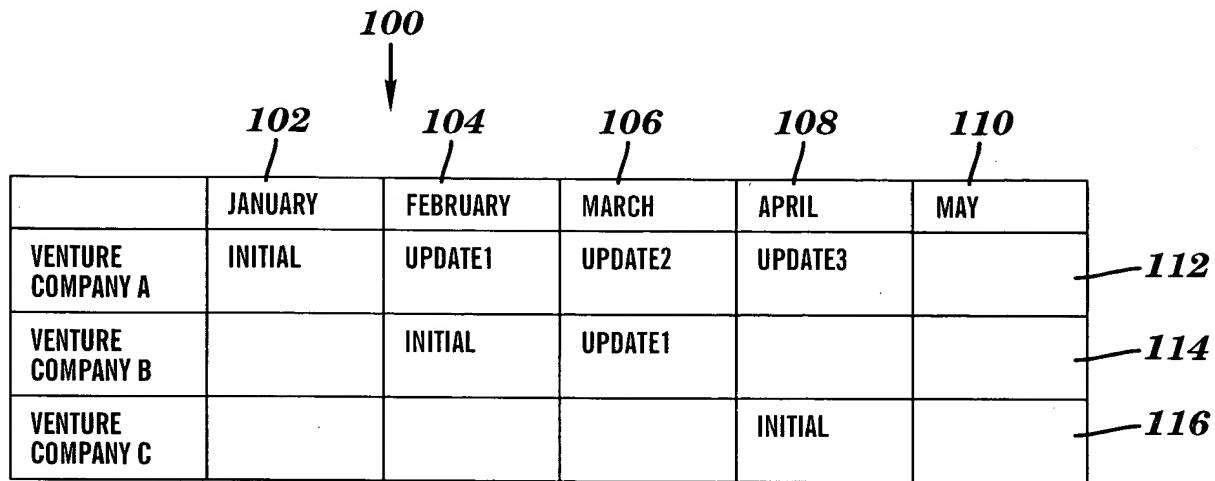
**FIG. 5**



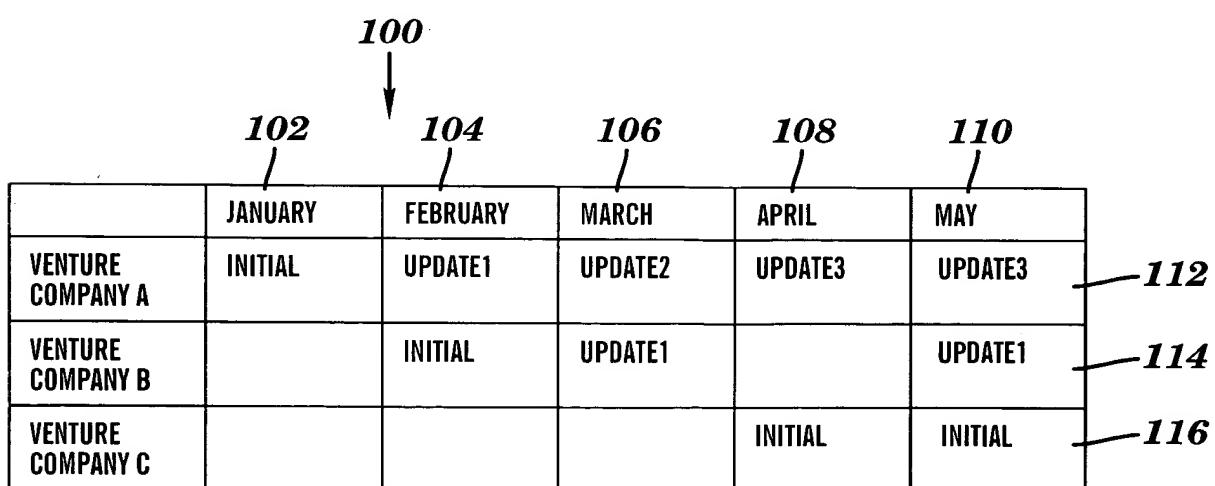
***FIG. 6***



**FIG. 7**



**FIG. 8**



**FIG. 9**

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NVG OPERATIONS		<input type="checkbox"/> EDIT DOCUMENT		<input type="checkbox"/> CREATE LIBRARY ELEMENT		<input type="checkbox"/> DATA	
<input checked="" type="checkbox"/> LIBRARY		<input type="checkbox"/> BY ELEMENT TYPE		<input type="checkbox"/> BY FILE TYPE		<input type="checkbox"/> BY RESTRICTIONS	
		<input type="checkbox"/> ALL DOCUMENTS		<input type="checkbox"/> BY TITLE		<input type="checkbox"/> WITH COMMENTS	
TITLE	TYPE	ELEMENT	VERSION	RELEASE DATE	DESCRIPTION	MODIFIED	
AGREEMENT FOR EXCHANGE OF CONFIDENTIAL INFORMATION (ACCI)	TEMPLATE	DOCUMENT	3.4	10/08/2000	SHOWS RELATIONSHIPS AMONG DESIGN ELEMENTS, INCLUDING FORMS, SUBFORMS, DOCUMENTS, VIEWS, FOLDERS, SHARED ACTIONS, SHARED AGENTS, SCRIPT LIBRARY, AND DATABASE SCRIPT	09/18/2000 02:37:41 PM	
DESIGN DIAGRAM FOR NVG OPERATIONS DATABASE							10/12/2000 10:26:10 PM
GLOBAL INVESTMENT COUNCIL PROCESS	DOCUMENT	DOCUMENT	1	01/01/2000	PRESNTATION SHOWING PROCESS USED BY THE GIC	09/18/2000 02:37:20 PM	
INTERIM NEGOTIATION AGREEMENT (INA)	TEMPLATE	DOCUMENT	3.1	08/18/2000	BAR CHARTS OF THE MONTHLY NVG AMERICAS OPPORTUNITY FLOW STATISTICS	09/18/2000 02:37:59 PM	
NVG PLAYBOOK DIAGRAMS	DOCUMENT	DOCUMENT	2.0	10/04/2000	DIAGRAMS IMBEDDED IN THE NVG PLAYBOOK. THIS DOCUMENT IS FOR PRESENTATIONS.	10/16/2000 05:16:45 PM	
NVG SCREENING & EVALUATION TOOL	TOOL	TOOL	4.2.2	09/01/2000	TOOL USED TO SCREEN AND EVALUATE OPPORTUNITIES SUBMITTED TO NVG. GATHERS KEY DATA AND RECORDS DECISIONS AT EACH PHASE	09/18/2000 02:37:05 PM	
RESOURCE REQUEST FORM	TEMPLATE	TEMPLATE		09/31/2000	TEMPLATE FOR REQUESTING RESOURCES	09/18/2000 02:37:50 PM	

FIG. 10

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END920010038US1

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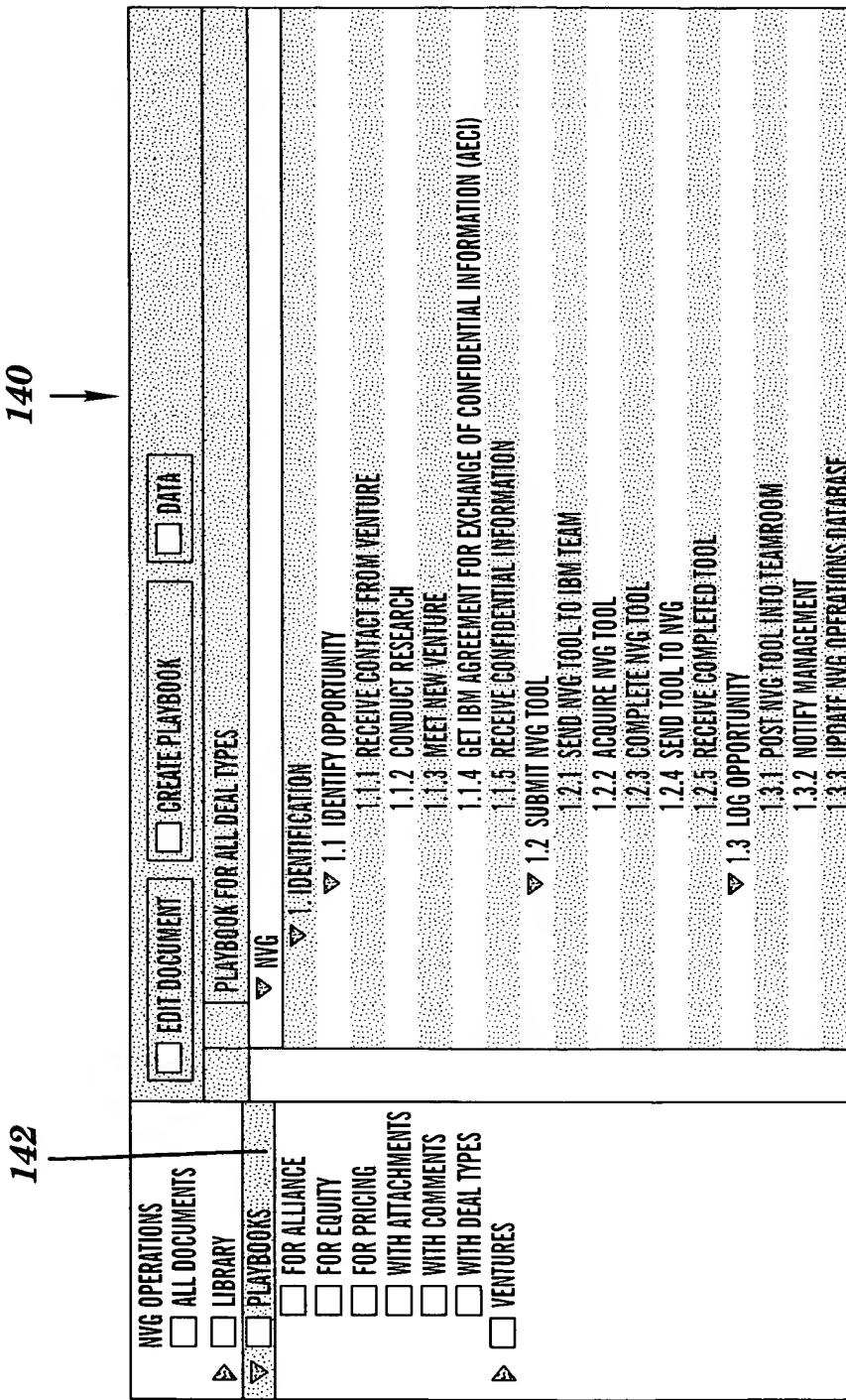
132

NVG OPERATIONS						
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	ELEMENT TYPE	TITLE	VERSION	RELEASE DATE	FILE TYPES	RESTRICTIONS
		NVG PLAYBOOK DIAGRAMS	2.0	10/04/2000	POWERPOINT (PPT)	IBM CONFIDENTIAL. DO NOT DISCLOSE OUTSIDE IBM
		DESIGN DIAGRAM FOR NVG OPERATIONS DATABASE	3.4	10/03/2000	POWERPOINT (PPT)	IBM CONFIDENTIAL. DO NOT DISCLOSE OUTSIDE IBM
		NVG AMERICAS OPPORTUNITY FLOW STATISTICS	3.1	10/16/2000	POWERPOINT (PPT)	IBM CONFIDENTIAL. OK TO DISCLOSE WITH AECI
<b>136 ➔ TEMPLATE (TO BE COMPLETED OR CUSTOMIZED)</b> <b>AGREEMENT FOR EXCHANGE OF CONFIDENTIAL INFORMATION (AECI)</b> <b>RESOURCE REQUEST FORM</b>			08/18/2000	WORDPRO (LWP)	LEGAL DOCUMENT: APPROVED BY IBM LEGAL STAFF	
<b>INTERIM NEGOTIATION AGREEMENT (INA)</b>			08/18/2000	WORDPRO (LWP)	IBM CONFIDENTIAL. OK TO DISCLOSE WITH AECI	
<b>1 ➔ TOOL (EXECUTABLE)</b> <b>NVG SCREENING &amp; EVALUATION TOOL</b>		4.2.2	09/01/2000	1-2-3 (123) EXCEL (XLS)	LEGAL DOCUMENT: APPROVED BY IBM LEGAL STAFF	IBM CONFIDENTIAL. DO NOT DISCLOSE OUTSIDE IBM

FIG. 11

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**FIG. 12**

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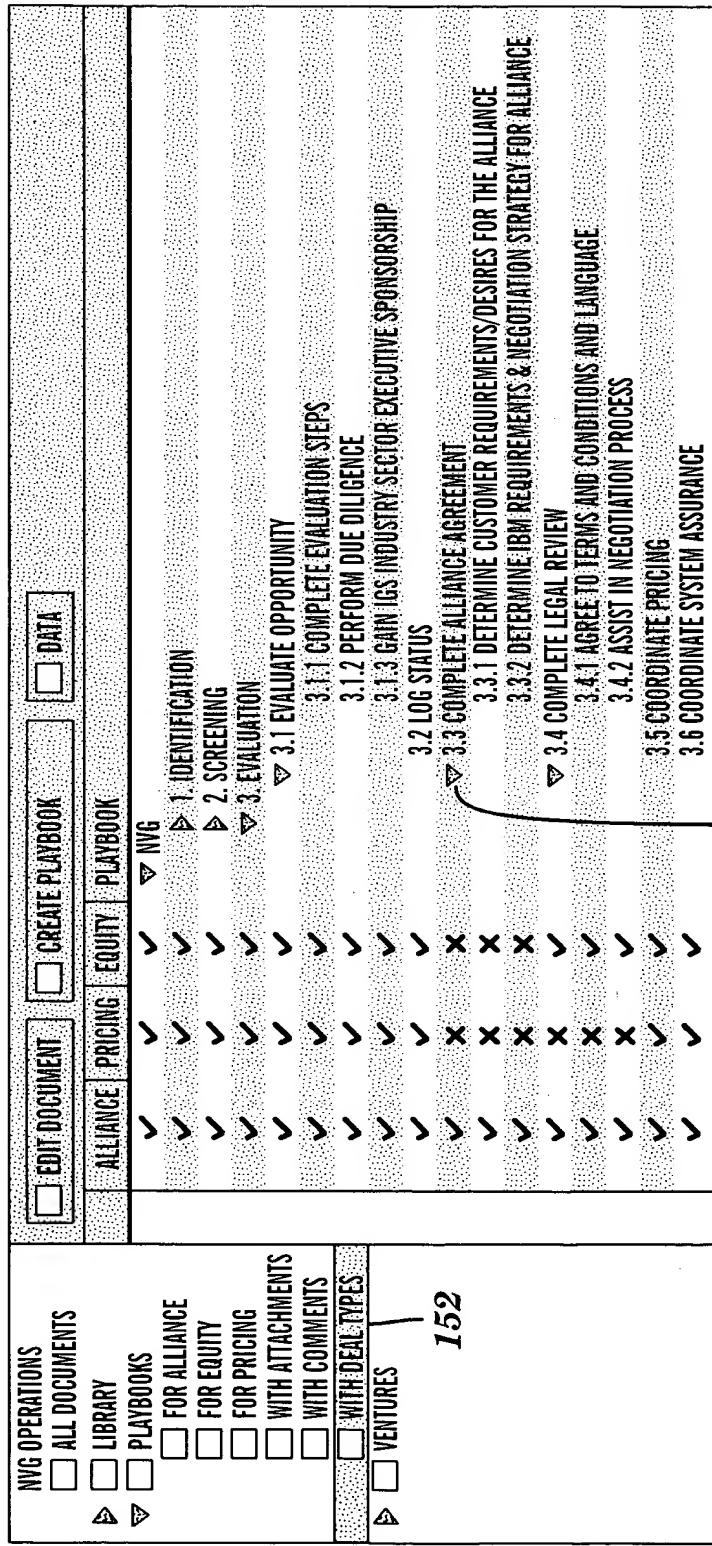


FIG. 13

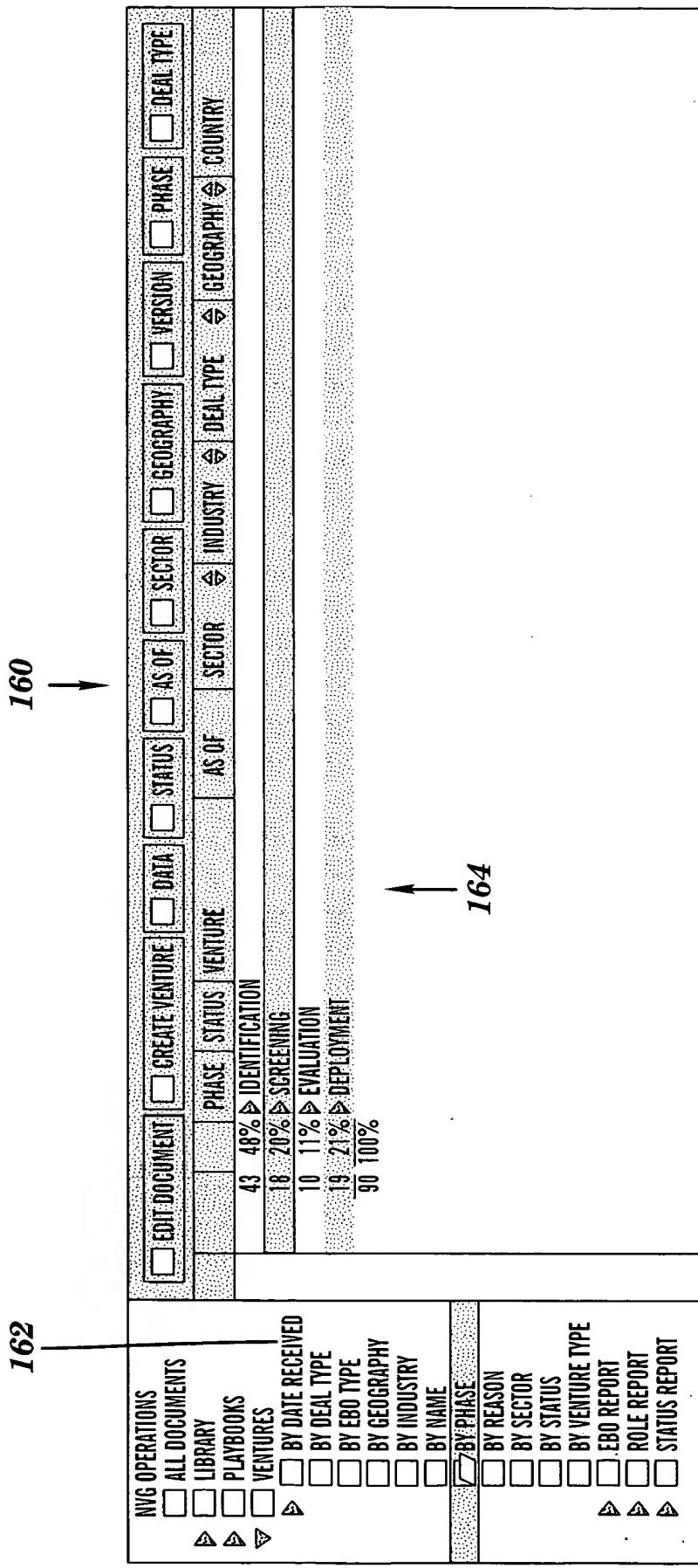


FIG. 14